



March 13, 2017

Five9 Vice President of Channels Recognized as a 2017 Channel Chief by CRN

Industry Veteran Wendell Black Named CRN Channel Chief for Growing and Strengthening the Five9 Channel Program

SAN RAMON, Calif.--(BUSINESS WIRE)-- [Five9, Inc.](#) (NASDAQ: FIVN), a leading provider of cloud software for the enterprise contact center market, today announced that Wendell Black, Vice President of Channels, was recognized as a 2017 Channel Chief by [CRN](#)®. Each year, Channel Chief honorees are selected for excelling at driving growth and revenue in their organizations through channel partners.

Since joining Five9 in October 2015, Black has led the Five9 channel team to double the volume of partner-related business, and partner revenues increased year over year by 250 percent. Black fostered this growth through new partner relationships and ongoing development and expansion of existing partnerships. Black also led the implementation of a new cloud contact center training program announced in January 2016 and rapidly expanded initial partner relationships, deploying multiple customers through partners in North America, EMEA, LATAM and Caribbean markets.

Channel Chief honorees are selected by CRN's editorial staff based on their professional achievements, standing in the industry, dedication to the channel partner community and strategies for driving future growth and innovation.

"Five9 is in a unique position within the contact center market, to reach enterprise customers and continue increasing the volume of partner-related business," said Black. "It is an honor to be recognized as a CRN Channel Chief among so many other executives who are excelling in their markets."

"The executives on our 2017 Channel Chiefs list have distinguished themselves by building strong partner programs, developing and executing effective business strategy and helping to advance the channel as a whole," said Bob Faletra, CEO of The Channel Company. "They represent an extraordinary group of individuals who lead by example and serve as both invaluable advocates and innovators of the IT channel. We applaud Wendell Black's achievements on behalf of Five9's channel program and look forward to the successes of all the CRN Channel Chiefs in the coming year."

The 2017 CRN Channel Chiefs list is featured in the February 2017 issue of CRN and online at www.crn.com/channelchiefs.

About Five9

Five9 is a leading provider of cloud software for the enterprise contact center market, bringing the power of the cloud to thousands of customers and facilitating more than three billion customer interactions annually. Since 2001, Five9 has led the cloud revolution in contact centers, helping organizations transition from legacy premise-based solutions to the cloud. Five9 provides businesses with reliable, secure, compliant, and scalable cloud contact center software designed to create exceptional customer experiences, increase agent productivity, and deliver tangible business results. For more information, visit www.five9.com.

About The Channel Company

The Channel Company enables breakthrough IT channel performance with our dominant media, engaging events, expert consulting and education and innovative marketing services and platforms. As the channel catalyst, we connect and empower technology suppliers, solution providers and end users. Backed by more than 30 years of unequalled channel experience, we draw from our deep knowledge to envision innovative new solutions for ever-evolving challenges in the technology marketplace. www.thechannelco.com

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